

Message Text

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ACTION EB-08

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EXCON

E.O. 11652: N/A
TAGS: ESTC, FR
SUBJECT: RECOMMENDATION UNDER DIB 678P PROCEDURE -
PROJECT ASSISTANCE (S.A.R.L.)

REF: STATE 272477

1. ON 31 JANUARY EDO INTERVIEWED MR. MICHEL FAGEBAUME, DIRECTOR GENERAL OF PROJECT ASSISTANCE WITH RESPECT TO LICENSING REQUEST. MR. FAGEBAUME STATED THAT PROJECT ASSISTANCE INTENDED TO IMPORT THE EQUIPMENT IN QUESTION FROM AMERICAN MICROSYSTEMS INC. FOR INCORPORATION INTO MACHINERY ASSEMBLED BY HIS FIRM AS WELL AS FOR LOCAL RESALE. SPECIFICALLY, PROJECT ASSISTANCE ASSEMBLES THE MAZEL 600 AND MAZEL 700 SERIES MINICOMPUTERS FOR INDUSTRIAL TELECONTROL AND TELESUPERVISION. IN ADDITION, MR. FAGEBAUME NOTES THAT HIS FIRM WISHES TO EXPAND ITS ACTIVITIES BY ACTING AS A LOCAL DISTRIBUTOR OF COMPONENTS TO ASSOCIATED COMPUTER MANUFACTURERS WITHIN THE "CLUB DE LA PERI-INFORMATIQUE FRANCAISE".

2. WHILE PROJECT ASSISTANCE HAS PREVIOUSLY IMPORTED EQUIPMENT FROM AMERICAN FIRMS, INCLUDING AMERICAN MICROSYSTEMS INC., MR. FAGEBAUME NOTED THAT PROJECT
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ASSISTANCE DOES NOT IN FACT HAVE A WRITTEN CONTRACT WITH AMERICAN MICROSYSTEMS INC. AT THIS TIME. MR. FAGEBAUME STATED HOWEVER THAT HE WAS LEAVING SHORTLY FOR THE UNITED STATES FOR SALES NEGOTIATIONS WITH A NUMBER OF CALIFORNIA BASED COMPUTER COMPONENT SUPPLIERS. IN VIEW OF THE SIZE OF REF REQUEST, AND FUTURE EXPANSION ENVISIONED BY MR. FAGEBAUME, WE SUGGEST THAT AMERICAN

MICROSYSTEMS BE ADVISED THAT PARTICIPATION OF FOREIGN IMPORTERS IN DIB 678 P PROCEDURE DEPENDS ON THE CONCLUSION OF CONTRACTUAL ARRANGEMENTS REGARDING DISTRIBUTION.

3. BASED ON A FAVORABLE WTDR, D&B AND THE RESULTS OF THE INTERVIEW WITH MR. FAGEBAUME WE HAVE NO OBJECTION TO PROJECT ASSISTANCE BEING ACCEPTED AS A PARTICIPANT (SALES AGENT) UNDER DIB 678P, AS REQUESTED, PROVIDED THE REQUISITE WRITTEN CONTRACTUAL AGREEMENT WITH AMERICAN MICROSYSTEMS INC. IS ESTABLISHED. WE WOULD LIKE TO BRING TO YOUR ATTENTION THAT A JULY 1977 D&B REPORT ADVISES CAUTION IN EXTENDING EXTENSIVE CREDIT TO PROJECT ASSISTANCE. HOWEVER THE REPORT OTHERWISE PICTURES PROJECT ASSISTANCE AS A SOUND AND RELIABLE FIRM.
HARTMAN

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Message Attributes

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